✓ TEN STEPS TO A GREAT CAMPAIGN

- ☐ Recruit an outstanding campaign coordinator and enthusiastic key workers.
- Provide them with adequate administrative time to manage a successful campaign.
- ☐ Set an appropriate fund raising goal for your organization.
- ☐ Make your own contribution. Consider the leadership level of giving.
- ☐ Enlist the support of your senior managers.
- ☐ Emphasize that CFC is a cost-effective way of giving to organizations that you wish to support.
- □ Host an appropriate kick off event in your agency. Include "fun" activities that encourage employees to participate in the campaign. Encourage group meetings with employees, showing the CFC video, using a speaker from a participating charity, or testimonials from your employees.
- □ Use proven communication methods that work in your agency such as: e-mail, posters, public address announcements, display etc.
- ☐ Make sure all employees are given the opportunity to make a contribution, but are not pressured to give.
- □ Wrap up the campaign with a celebration. Personally thank your campaign team and donors.



2001 Top 30 Organizations CFC

Organization (division)	Amt \$
HQ, Air Mobility Command – HQ AMC/CC (V)	282,017
NIMA – National Imagery Mapping Agency (P)	259,085
USPS Gateway District Office (E)	225,550
USPS – St. Louis Office (E)	140,488
375 th Airlift Wing (V)	112,746
Rural Development/Centralized (G)	102,056
IRS – St. Louis Metro Area (G)	87,196
ARPERSCOM – U.S. Army Reserve (P)	81,602
HQ, U.S. Transportation Command (V)	77,167
Army Corps of Engineers (P)	66,609
Veterans Affairs Medical Center (P)	65,776
USPS – Bulk Mail Center (E)	61,390
USPS – Information Systems (E)	43,515
DISA – Defense Information Service Agency (P)	42,645
Defense Contract Management Agency (P)	41,157
NARA – National Personnel Records Center (G)	39,558
Veterans Affairs Regional Office (P)	39,499
131 st Fighter Wing, Missouri Air National Guard (P)	38,599
Air Force Communications Agency (V)	35,407
USPS – Metro Annex (E)	31,662
Defense Finance Accounting Service (P)	28,973
DECC – Defense Enterprise Computing Center (P)	27,327
126 th Air Refueling Wing (V)	24,183
Defense Contract Management Command (P)	19,804
Veterans Canteen Service (P)	18,301
USPS - St. Charles, Missouri Branch (E)	16,282
Greenville Federal Correctional (G)	15,192
USPS – Gateway District (E)	13,989
US Army Publishing Agency (P)	13,431
USPS - Florissant, Missouri Branch (E)	12,745

(E)-Eagle (G)-Garrison (P)-Patriot (V)-Vanguard

Greater St. Louis Federal Executive Board

1520 Market Street, Room 2025 St. Louis, MO 63103-2682 (314) 539-6312

Website: www.stlouis.feb.gov



Combined Federal Campaign is an official committee of the St. Louis Federal Executive Board.

Gateway Combined Federal Campaign

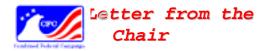
2002 Campaign Plan



Serving southwest Illinois and eastern Missouri



Mission: The Combined Federal Campaign (CFC) supports and promotes philanthropy through a program that is employee-focused, cost-efficient and effective in providing all Federal employees the opportunity to improve the quality of life for all.



The success of the 2001 Combined Federal Campaign stands as a testament to the dedication commitment, and energy that was put into making this the best campaign in six years.

We surpassed our 2001 goal. Our employees contributed \$2,607,743 with an average gift of \$206.78. We had three agencies contribute more than \$200,000 each. For 2002, our goal is \$2,700,000 - a goal we can achieve as together we "Dare to Care."

As Federal employees of Greater St. Louis community, we can take great pride in knowing that our gifts will make a difference. We have, in no small way, reached out and touched the lives of thousands.

Thank you to the Donors, Key Workers, Coordinators, Representatives and Volunteers who made this possible; to the Agency Executives, Managers and Supervisors for their support and to the staff at United Way for the daily operation of the CFC.

Tom Mann

Thomas R. Mann, NIMA Campaign Chair 2002

Calendar 2002

Campaign ends Nov. 15 Volunteer Recognition Event TBD February 2001

2000

1999

1998

1997

34.017

33,952

34.086

33,796

35.558

12.611

13,188

13.884

13.468

14.488

Year # Employees # Givers 2002 Goal	%Participation 40%	Percapita 	Avg Gift 	Total \$2,700,000
Joint Work Group Chair FEB Finance Committee CFC Donations and Goals	Mr. c	Vickey Bohrer, N John Nassif, USI	DA	
Chairperson (USPS) Vice-Chairperson Special Assistant Representatives	Mr. N Ms. 1 <i>Ms</i> . 2 <i>Mr</i> . 3 <i>Mr</i> . 3	Mr. Kevin Nielsen, USPS Mr. Mark Anderson, USPS Ms. Linda Turk, USPS Ms. Linda Beasley, USPS Illinois Ms. Sherry DeGraff, USPS Missouri Mr. John Pellerito, USPS Station Ms. Ester Simpson, USPS P&D Ms. Rita Proctor, USPS BMC		
Chairperson (Military) Vice-Chairperson Representatives Eagle Division	Mr. C Ms. J Ms. C Ms. S Ms. S	Mary Mallott, LS Gary Williams, V Iane Strange, DEO Carole Breckner, I Susan Houser, NI Yvonne Walker, N Frank Waldon, AF	'ARO CC NIMA MA IMA	
Chairperson (Civilian Federal & Courts) Vice-Chairperson Representatives Patriot Division	Mr. (<i>Ms. 1</i> <i>Ms.</i> 7	Jeff Stetina, IRS Charlie Meyer, G Beverly Rodgers, I Toni Carter, USD Amy Cunningham,	SSA IRS A	
Vanguard Division Chairperson (Scott AFB) Representatives Garrison Division	MAJ	Gary Melchor, 3 James Sabella, 3 T Sue Brennan, A.	$75^{th}AW$	
The Leadership Team 20 CFC Chairperson Executive Assistant Vice Chairperson Executive Assistant Campaign Director Assistant Campaign Director	Ms. ' Mr. l LTC Mr. c	Fhomas Mann, N Vicky Bohrer, NI Larry Krauss, AN OL Joanne Carl John Glenn, Unit Erin Lehman, Ur	MA MC on, AMC ted Way	

37%

39%

41%

40%

41%

\$77.66

\$73.75

\$72.66

\$68.78

\$63.62

\$206.78

\$189.87

\$178.39

\$172.60

\$156.15

\$2,607,743

\$2,504,055

\$2,476,826

\$2,324,600

\$2,262,268